

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30				1. REQUISITION NUMBER		PAGE 1 OF 7	
2. CONTRACT NO. SPM300-04-D-3097		3. AWARD EFFECTIVE DATE AUG 17 2004		4. ORDER NUMBER		5. SOLICITATION NUMBER SPM300-03-R-D029	
7. FOR SOLICITATION INFORMATION CALL:		a. NAME KATHY MORRIS/PAT AMENDOLIA		b. TELEPHONE NUMBER (No ext or cell) (215) 737-8014		8. OFFER DUE DATE/LOCAL TIME SEE PAGE 3	
9. ISSUED BY		CODE SP0102		10. THIS ACQUISITION IS <input checked="" type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET ASIDE <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> SMALL DISADV. BUSINESS <input type="checkbox"/> 8(A) SIC: NAICS 4224 SIZE STANDARD: 500		11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE <input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (IS CFR 700) 13b. RATING N/A 14. THIS ACQUISITION IS <input type="checkbox"/> RFQ <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP	
DEFENSE SUPPLY CENTER PHILADELPHIA DSCP-FTAA DIRECTORATE OF SUBSISTENCE - BLDG 6 700 ROBBINS AVENUE PHILADELPHIA, PA 19111-5092				15. DELIVER TO CODE		16. ADMINISTERED BY CODE	
SEE SCHEDULE							
17a. CONTRACTOR/OFFEROR SYSCO Central Florida 200 West Story Road, Ocoee, FL TELEPHONE NO. 407-877-8500		CODE OYK55 FACILITY CODE OYK55		18a. PAYMENT WILL BE MADE BY DFAS-COLUMBUS ATTN: DFAS-CO-SES P.O. BOX 182317 COLUMBUS, OH 43218-6260		CODE S33150	
<input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER				18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a. UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM			
19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES			21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT
	SUBSISTENCE PRIME VENDOR SUPPORT FOR MILITARY AND OTHER DOD & NON-DOD CUSTOMERS IN FLORIDA & HONDURAS						
(Attach Additional Sheets as Necessary)							
25. ACCOUNTING AND APPROPRIATION DATA SG 97X4930.5CS0 01 25.0 S33150 Minimum \$365,709.40						26. TOTAL AWARD AMOUNT (For Govt. Use Only) \$3,657,094.00	
<input checked="" type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3 AND 52.212-5 ARE ATTACHED. ADDENDA				<input checked="" type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.			
<input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4. FAR 52.212-5 IS ATTACHED. ADDENDA				<input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.			
28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH ABOVE AND ON ANY ADDITIONAL SHEET'S SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED HEREIN.				29. AWARD OF CONTRACT: REFERENCE SPM300-03-R-D029 OFFER <input checked="" type="checkbox"/> DATED 11/21/03 YOUR OFFER ON SOLICITATION BLOCK (b), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS:			
30a. SIGNATURE OF OFFEROR/CONTRACTOR <i>Marty Turner</i> 30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT) MARTY TURNER ERP				31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER) <i>Pat Amendolia</i> 31b. NAME OF CONTRACTING OFFICER (TYPE OR PRINT) PAT AMENDOLIA, 215-737-4469			
30c. DATE SIGNED 1/14/04				31c. DATE SIGNED AUG 17 2004			
32a. QUANTITY IN COLUMN 21 HAS BEEN <input type="checkbox"/> RECEIVED <input type="checkbox"/> INSPECTED <input type="checkbox"/> ACCEPTED, AND CONFIRMS TO THE CONTRACT, EXCEPT AS NOTED				33. SHIP NUMBER PARTIAL FINAL		34. VOUCHER NUMBER	
32b. SIGNATURE OF AUTHORIZED GOVT. REPRESENTATIVE				36. PAYMENT <input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL		37. CHECK NUMBER	
32c. DATE SIGNED				38. S/R ACCOUNT NUMBER		39. S/R VOUCHER NUMBER	
41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT				42a. RECEIVED BY (Print)			
41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER				42b. RECEIVED AT (Location)			
41c. DATE SIGNED				42c. DATE REC'D (YY/MM/DD)			

**SOLICITATION/CONTRACT FORM**

THE FOLLOWING AMENDMENTS ARE HEREBY INCORPORATED AS PART OF THIS CONTRACT:

AMENDMENT 0001 DATED DECEMBER 29, 2003  
AMENDMENT 0002 DATED JANUARY 22, 2004  
AMENDMENT 0003 DATED FEBRUARY 19, 2004  
AMENDMENT 0004 DATED FEBRUARY 25, 2004  
AMENDMENT 0005 DATED MARCH 5, 2004  
AMENDMENT 0006 DATED MARCH 5, 2004  
AMENDMENT 0007 DATED MARCH 5, 2004

THE FOLLOWING FORM YOUR OFFER AND ARE HEREBY INCORPORATED INTO YOUR CONTRACT:

TECHNICAL PROPOSAL DATED MARCH 12, 2004. (IT SHOULD BE NOTED THAT THE TECHNICAL PROPOSAL WAS USED FOR EVALUATION PURPOSES ONLY; HOWEVER, ALL ELEMENTS OF THE TECHNICAL PROPOSAL, WHICH EXCEEDED THE GOVERNMENT'S CONTRACT REQUIREMENTS, ARE HEREBY INCORPORATED INTO THIS CONTRACT.)

FINAL PROPOSAL REVISIONS DATED JUNE 15, 2004 AND JUNE 30, 2004.

**SUPPLIES OR SERVICES AND PRICES****CUSTOMERS:**

* CAMP BLANDING	* PATRICK AFB CHILD CARE
* NOTU PORT CANAVERAL	* PATRICK AFB DINING FACILITY
* MACDILL AFB FLIGHT KITCHEN	* MACDILL AFB DINERS REEF
* MACDILL AFB HOSPITAL	* KEY WEST DIVING SCHOOL
* USCG MIAMI BEACH	* KEY WEST BOCA CHICA GALLEY
* USCG CLEARWATER	* USCG ST. PETERSBURG
* USCG KEY WEST	* USCG OPALOCKA
* USCG YANKEETOWN	* KROME DETENTION CENTER
* HONDURAS	* MIAMI JOB CORPS

**ITEMS:** TOTAL FOOD AND BEVERAGE SUPPORT FOR DOD AND NON-DOD CUSTOMERS, LESS FRESH FRUITS AND VEGETABLES, FRESH MILK AND FRESH BREAD AND BAKERY PRODUCTS. PRIME VENDOR MAY ALSO BE REQUESTED TO PROVIDE RELATED NON-FOOD ITEMS TO CUSTOMERS.

**DELIVERY:** ITEMS OFFERED SHOULD BE ROUTINELY DELIVERED ON A "SKIP DAY" BASIS, OR AN ALTERNATIVE DELIVERY PERIOD AS SPECIFIED BY THE CUSTOMER.

MINIMUM CASE REQUIREMENT IS TWENTY (20) CASES PER MONTH FOR ITEMS NOT IN VENDOR'S CURRENT INVENTORY.

**CONTRACT TERM:** ONE (1) YEAR BASE TERM WITH FOUR (4) ONE-YEAR OPTIONS: BASE TERM OCTOBER 17, 2004 THROUGH OCTOBER 16, 2005.

- **CONTRACT TYPE:** INDEFINITE QUANTITY CONTRACT – FIRM FIXED PRICE.
  - THIS CONTRACT CONTAINS A GUARANTEED MINIMUM OF 10% OF THE ESTIMATED DOLLAR VALUE. THE ESTIMATED DOLLAR VALUE OF THE BASE TERM OF THE CONTRACT IS \$3.6 MILLION. THE MAXIMUM CEILING WILL BE 125% OF THE ESTIMATED DOLLAR VALUE. IN THE EVENT OF EMERGENCIES AND/OR MOBILIZATION, THE GOVERNMENT RESERVES THE RIGHT TO UNILATERALLY EXECUTE AN ALTERNATE MAXIMUM CEILING OF 150% OF THE ESTIMATED DOLLAR VALUE.
  - TO THE EXTENT THAT CUSTOMERS DO NOT MEET THEIR ESTIMATED DOLLAR PURCHASES, THE CONTRACTING OFFICER RESERVES THE RIGHT TO ADD MORE THAN 25% OF ADDITIONAL BUSINESS EQUIVALENT TO THE PERCENTAGE OF UNUSED BUSINESS.
  - ALL PRICING WILL BE FIRM AT TIME OF ORDER PROVIDED THAT DELIVERY IS REQUESTED WITHIN THE TIMEFRAME OF SIX DAYS STARTING THE DAY AFTER THE ORDER IS PLACED. IF DELIVERY IS NOT REQUESTED UNTIL AFTER THIS TIMEFRAME, PRICING WILL BE AS OF THE DELIVERY DATE, OR TIME OF RECEIPT.
  - ALL UNIT PRICES SHALL BE FORMULATED IN ACCORDANCE WITH CLAUSE 52.212-4(t).
  - THE UNIT PRICE IS CALCULATED BY ADDING THE "DELIVERED PRICE" AND THE "DISTRIBUTION PRICE". THE DISTRIBUTION PRICES FOR FOOD AND BEVERAGE ITEMS ARE LISTED IN THIS CONTRACT.
  - DELIVERED PRICES WILL BE UPDATED WEEKLY AND WILL BE EFFECTIVE FROM MONDAY THROUGH SUNDAY.
  - UNIT PRICES MAY NOT EXTEND BEYOND TWO (2) PLACES AFTER THE DECIMAL POINT.

- IF THE GOVERNMENT DETERMINES TO INVOKE THE OPTIONS, THE DISTRIBUTION PRICES WILL UPDATE IN ACCORDANCE WITH SYSCO CENTRAL FLORIDA'S OFFER. THE CONTRACT DISTRIBUTION PRICES REMAIN FIXED THROUGHOUT THE ENTIRE LENGTH OF THE CONTRACT.
- **ORDERING PERIOD:** THE EFFECTIVE ORDERING PERIOD OF THE CONTRACT WILL TAKE PLACE OCTOBER 17, 2004 AND CONTINUE FOR ONE (1) YEAR.

#### **DESCRIPTION/SPECIFICATIONS**

- **ORDERING SYSTEM:** ALL CUSTOMERS WILL UTILIZE THE GOVERNMENT'S ELECTRONIC ORDERING SYSTEM, EITHER STORES NT OR STORES WEB.
- **CUTOFF TIME:** ORDERS SHOULD BE PLACED TWO (2) DAYS PRIOR TO THE REQUIRED DELIVERY DATE. FOR EXAMPLE, ORDERS PLACED ON MONDAY WILL BE SHIPPED BY WEDNESDAY. THIS TIME IS SUBJECT TO CHANGE BASED ON MUTUAL CONSENT BETWEEN THE CUSTOMER AND THE PRIME VENDOR.
- THE PROPOSED FILL RATE FOR THIS CONTRACT IS 99% WITHOUT SUBSTITUTION AND 99.5 WITH SUBSTITUTIONS.
- THE PROPOSED SUBCONTRACTING GOAL TO SMALL AND SMALL DISADVANTAGED BUSINESS CONCERNS IS 37%. DETAILS ARE INCLUDED IN THE ATTACHED SUBCONTRACTING PLAN.

#### **PACKAGING, MARKING AND LABELING**

- ALL PACKAGING AND PACKING SHALL BE IN ACCORDANCE WITH GOOD COMMERCIAL PRACTICE. LABELING SHALL BE IN ACCORDANCE WITH COMMERCIAL LABELING COMPLYING WITH THE FEDERAL FOOD, DRUG AND COSMETIC ACT AND PROMULGATED THEREUNDER. SHIPPING CONTAINERS SHALL BE IN COMPLIANCE WITH THE NATIONAL MOTOR FREIGHT CLASSIFICATION AND UNIFORM FREIGHT CLASSIFICATION CODE.
- SEMIPERISHABLE ITEMS SHALL BE SNUGLY PACKED IN SHIPPING CONTAINERS THAT FULLY COMPLY WITH THE NATIONAL MOTOR FREIGHT CLASSIFICATION AND UNIFORM FREIGHT CLASSIFICATION CODE, AS APPLICABLE.

- ALL MEATS, POULTRY, AND SEAFOOD WILL BE VACUUMED PACKED WHEN PRACTICABLE. IN ALL INSTANCES THE PACKAGING WILL PROTECT THE PRODUCT FROM FREEZER BURN AND CONTAMINATION.
- ALL FRESH POULTRY ITEMS WILL BE PACKED IN ICE PACKED CARTONS OR GASFLUSH CARTONS.
- ALL FRESH SEAFOOD ITEMS WILL BE IN ICE PACKED CARTONS.
- FROZEN PRODUCT MUST BE PROCESSED AND PACKED TO ALLOW REMOVAL OF THE INDIVIDUAL UNITS FROM THE CONTAINER WITHOUT DAMAGE TO THAT OR OTHER UNITS. THE INTENT IS TO BE ABLE TO REMOVE ONLY THAT AMOUNT OF PRODUCT REQUIRED FOR CURRENT NEEDS, WITHOUT THE NECESSITY OF DEFROSTING.
- STANDARD COMMERCIAL PRECAUTIONARY MARKINGS SUCH AS "KEEP FROZEN", "KEEP REFRIGERATED", ETC. SHALL BE USED ON ALL CASES WHEN APPROPRIATE TO ENSURE THAT THE CARRIER AND THE RECEIVING ACTIVITY PROPERLY HANDLE AND STORE ITEMS.
- TO THE MAXIMUM EXTENT POSSIBLE, NUTRITIONAL AND INGREDIENT LABELS SHALL BE PLACED ON THE INDIVIDUAL PACKAGE.
- ALL FOOD AND BEVERAGE PRODUCTS SHALL BE IDENTIFIED WITH READABLE DATES [OPEN CODE DATES], OR CODED DATES, AS DETERMINED BY THE TYPE OF PRODUCT DELIVERED. FOR SEMIPERISHABLE, SHELF STABLE ITEMS, OPEN DATING IS PREFERRED, BUT CODE DATING IS ACCEPTABLE. FOR ITEMS OTHER THAN SEMIPERISHABLE, SHELF STABLE PRODUCTS MUST HAVE READABLE, OPEN CODE DATES CLEARLY SHOWING THE USE BY DATE, DATE OF PRODUCTION, DATE OF PROCESSING/PASTEURIZATION, SELL BY DATE, BEST IF USED BY DATE, OR SIMILAR MARKINGS.
- PRODUCTS FOR INDIVIDUAL CUSTOMERS/DINING FACILITIES MUST BE PALLETIZED AND SEGREGATED.

### **INSPECTION AND ACCEPTANCE**

- INSPECTION AND ACCEPTANCE OF PRODUCTS WILL BE PERFORMED AT DESTINATION. THE AUTHORIZED RECEIVING OFFICIAL AT EACH DELIVERY POINT IS RESPONSIBLE FOR INSPECTING AND ACCEPTING PRODUCTS AS THEY ARE DELIVERED.
- INSPECTION IS LIMITED TO IDENTITY, COUNT AND CONDITION; HOWEVER, THIS MAY BE EXPANDED IF DEEMED NECESSARY BY EITHER THE MILITARY VETERINARY INSPECTOR, DINING FACILITY MANAGER, OR THE FOOD SERVICE ADVISOR.
- ALL DELIVERIES ARE SUBJECT TO MILITARY VETERINARY INSPECTION INCLUDING INSPECTION OF DELIVERY VEHICLES FOR CLEANLINESS AND CONDITION.

### **DELIVERIES AND PERFORMANCE**

- FOB TERMS: FOB DESTINATION
- THE FOLLOWING IS DESIGNATED AS THE PLANT LOCATION FOR THE PERFORMANCE OF THIS CONTRACT:

SYSCO FOOD SERVICES OF CENTRAL FLORIDA  
200 WEST STORY ROAD  
OCOE, FL 34761

- THE SHIPPING POINT DESIGNATED FOR PERFORMANCE OF THIS CONTRACT IS THE SAME AS THE PLANT LOCATION IDENTIFIED ABOVE.
- ADD-ONS OR CANCELLATIONS TO AN EXISTING ORDER SHOULD BE COMMUNICATED TO THE DEDICATED MILITARY CUSTOMER SERVICE REPRESENTATIVE AS SOON AS POSSIBLE BUT NO LATER THAN 2:00 P.M. THE DAY PRIOR TO DELIVERY.
- DELIVERIES SHALL NORMALLY BE MADE ON A "SKIP DAY" BASIS OR AT A LATER DATE, AS SPECIFIED BY THE CUSTOMER.

- EACH DELIVERY WILL BE ACCOMPANIED BY THE CONTRACTOR'S DELIVERY TICKET/INVOICE. THREE (3) COPIES (AN ORIGINAL PLUS TWO (2) COPIES) SHALL ACCOMPANY THE SHIPMENT. THE CUSTOMER SHALL SIGN ALL COPIES OF THE INVOICE/DELIVERY TICKET AND RETURN ORIGINAL TO THE VENDOR.

#### **CONTRACT ADMINISTRATION DATA**

- ADMINISTRATION: ADMINISTRATION OF THE CONTRACT WILL BE PERFORMED BY DSCP. ADMINISTRATION OF THE DELIVERY ORDERS WILL BE PERFORMED BY THE CUSTOMER. THIS INCLUDES APPROVING PRODUCT SUBSTITUTIONS AND DELIVERY CHANGES.
- THE DSCP CONTRACTING OFFICER MUST APPROVE ANY CHANGES TO THE CONTRACT.
- THE SMALL BUSINESS AND SMALL DISADVANTAGED BUSINESS SUBCONTRACTING PLAN SUBMITTED BY THE SYSCO FOOD SERVICES OF CENTRAL FLORIDA IS ACCEPTED. THE PLAN IS HEREBY INCORPORATED INTO THIS CONTRACT. DCMAO IS ASSIGNED ALL ADMINISTRATIVE DUTIES ASSOCIATED WITH THE SMALL BUSINESS AND SMALL DISADVANTAGED BUSINESS SUBCONTRACTING PLAN AS PROVIDED UNDER CLAUSE 52.219-9 "SMALL, SMALL DISADVANTAGE, AND WOMEN-OWNED SMALL BUSINESS SUBCONTRACTING PLAN".

#### **INVOICING**

- EACH DELIVERY WILL BE ACCOMPANIED BY THE CONTRACTOR'S DELIVERY TICKET/INVOICE. THREE [3] COPIES [AN ORIGINAL PLUS TWO [2] COPIES] SHALL ACCOMPANY THE SHIPMENT. THE CUSTOMER SHALL SIGN ALL COPIES OF THE INVOICE/DELIVERY TICKET, KEEP ONE COPY AND RETURN THE ORIGINAL COPY TO THE PRIME VENDOR. **ANY CHANGES MUST BE MADE ON THE FACE OF THE INVOICE; ATTACHMENTS ARE NOT ACCEPTABLE.**

- ALL INVOICING FOR PAYMENT IS TO BE FILED ELECTRONICALLY USING EDI TRANSACTION SET 810. NO PAPER INVOICES SHALL BE SUBMITTED TO DFAS FOR PAYMENT. ALL INVOICES SUBMITTED BY PRIME VENDOR MUST BE "CLEAN", I.E. ALL DEBITS AND/OR CREDITS MUST BE REFLECTED ON THE INVOICE PRIOR TO ITS SUBMISSION.

- **INVOICE TRANSACTIONS MAY BE SUBMITTED TO DSCP DAILY; HOWEVER IT CANNOT BE STRESSED ENOUGH THAT ALL INTERNAL DEBIT/CREDIT TRANSACTIONS MUST BE COMPLETED PRIOR TO THE SUBMISSION OF THE INVOICE.** INVOICE LINES WHICH DO NOT CONTAIN THE CORRECT INVOICE DATA AND/OR CONTAIN INCORRECT QUANTITIES DELIVERED OR PRICES CHARGED WILL BE REJECTED. THE VENDOR WILL BE RESPONSIBLE FOR CORRECTION AND RE-SUBMISSION.

- THE SAME INVOICE CANNOT BE SUBMITTED WITH DIFFERENT DOLLAR AMOUNTS.

- THE FOLLOWING ADDRESS MUST APPEAR IN THE "BILL TO" OR "PAYMENT WILL BE MADE BY" BLOCK OF THE CONTRACTOR'S INVOICE:

DFAS-COLUMBUS CENTER  
ATTN: DFAS-CO-SEP  
P. O. BOX 182317  
COLUMBUS, OH 43218

- EACH INVOICE SHALL CONTAIN SUFFICIENT DATA FOR BILLING PURPOSES. THIS INCLUDES, BUT IS NOT LIMITED TO:

1. CONTRACT NUMBER, CALL OR DELIVERY ORDER NUMBER, AND PURCHASE ORDER NUMBER;
2. CUSTOMER DODAAC;
3. CONTRACT LINE LISTED IN NUMERIC SEQUENCE (ALSO REFERRED TO AS CLIN ORDER);
4. ITEM NOMENCLATURE;
5. LSN OR NSN;
6. QUANTITY PURCHASED PER ITEM IN DSCP'S UNIT OF ISSUE;
7. CLEARLY IDENTIFIED AND ANNOTATED CHANGES ON ALL COPIES (CLEAN INVOICES MUST BE SUBMITTED); AND
8. TOTAL DOLLAR VALUE ON EACH INVOICE [REFLECTING CHANGES TO THE SHIPMENT, IF APPLICABLE].



## SOCIOECONOMIC CONSIDERATIONS

### SMALL, SMALL DISADVANTAGED, WOMEN-OWNED AND HUB ZONE SMALL BUSINESS SUBCONTRACTING PLAN

DATE: January 2004

CONTRACTOR: SYSCO Food Services of Central Florida.  
ADDRESS: 200 West Story Road  
Ocoee, FL 34761-0130

SOLICITATION OR CONTRACT NUMBER: SPM300-03-R-D029

TYPE OF PLAN: Individual

ITEM/SERVICE: Full Food Line Distributor – Military Facilities in the Florida Zone II Region

SYSCO Central Florida has formulated various goal percentages predicated upon our historical knowledge of the suppliers available to us in Florida. SYSCO Central Florida will provide due diligence to meet these goals and will contact additional resources of suppliers to assist us in meeting our goals if necessary.

The following is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of the solicitation:

1. The following percentage goals expressed in terms of a percentage of total planned subcontracting (supplier) dollars are applicable to the contract awarded under the solicitation cited above.

Small business concerns: Beginning at 37% and increasing to 40 % of total planned subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns. This goal should equate to the following dollar amounts:

	BASE 37%	OPTION 1 38%	OPTION 2 39%	OPTION 3 40%	OPTION 4 40%
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
Small Business Goal	\$ 1,150,156	\$ 1,181,241	\$ 1,212,327	\$ 1,243,412	\$ 1,243,412

Small disadvantaged business concerns: Beginning at 7% and increasing to 8 % of total planned small business subcontracting dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by socially and economically disadvantaged individuals. This goal should equate to approximately the following dollar amounts:

	BASE 7%	OPTION 1 8%	OPTION 2 8%	OPTION 3 8%	OPTION 4 8%
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
Small Disadvantaged Business	\$ 217,597	\$ 248,682	\$ 248,682	\$ 248,682	\$ 248,682

Women-owned small business concerns: Beginning at 6% and increasing to 7 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by women. This goal should equate to approximately the following dollar amounts:

	BASE 6%	OPTION 1 7%	OPTION 2 7%	OPTION 3 7%	OPTION 4 7%
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
Women-Owned Small Business	\$ 186,512	\$ 217,597	\$ 217,597	\$ 217,597	\$ 217,597

Service Disabled Veteran-owned small business concerns: 0.5 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by veterans. This goal should equate to approximately the following dollar amounts:

	BASE 0.5%	OPTION 1 0.5%	OPTION 2 0.5%	OPTION 3 0.5%	OPTION 4 0.5%
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
Service Disabled Veteran-Owned Small Business	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543

Veteran-owned small business concerns: 0.5 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by veterans. This goal should equate to approximately the following dollar amounts:

	BASE 0.5 %	OPTION 1 0.5%	OPTION 2 0.5%	OPTION 3 0.5 %	OPTION 4 0.5%
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
Veteran-Owned Small Business	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543

Hub Zone business concerns: Beginning at 3 % and increasing to 4% of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by veterans. This goal should equate to approximately the following dollar amounts:

	BASE 3 %	OPTION 1 3%	OPTION 2 3%	OPTION 3 4 %	OPTION 4 4%
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
HUB Zone Business	\$ 93,256	\$ 93,256	\$ 93,256	\$ 124,341	\$ 124,341

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**Total subcontracting goals should equate to the following:**

	BASE	OPTION 1	OPTION 2	OPTION 3	OPTION 4
Total estimated to be Subcontracted	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530	\$ 3,108,530
Small Business Goal	\$ 1,150,156	\$ 1,181,241	\$ 1,212,327	\$ 1,243,412	\$ 1,243,412
Regular Small Business Goal	\$ 621,705	\$ 621,705	\$ 652,791	\$ 652,791	\$ 652,791
Small Disadvantaged Business Goal	\$ 217,597	\$ 248,682	\$ 248,682	\$ 248,682	\$ 248,682
Women-Owned Small Business Goal	\$ 186,512	\$ 217,597	\$ 217,597	\$ 217,597	\$ 217,597
Service Disabled Veteran-Owned Business	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543
Veteran-Owned Business Goal	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543	\$ 15,543
Hub Zone Business Goal	\$ 93,256	\$ 93,256	\$ 93,256	\$ 124,341	\$ 124,341

The following principal product categories will be subcontracted (supplied) under this contract. For each product category listed below we have estimated and listed next to each product category the source availability from small, small disadvantaged, small women-owned and large concerns as follows:

Fresh and Frozen Meat Items: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business, and Small Women-Owned Business.

Frozen Fish Items: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business and Small Women-Owned Business.

Frozen Fruit and Vegetables: Large Business and Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business and Small Women-Owned Business.

Frozen Specialty Items: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business and Small Women-Owned Business.

Canned Fruits, Vegetables, Cereals and Specialty Items: Large Business, Limited Number of Small Business.

Dry Goods, Foodservice Products: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small Business, Hub Zone Business and Small Women-Owned Business.

SYSCO Central Florida will do everything possible to identify small business concerns and recommend those suppliers products, however we recognize the final decision on product selection belongs to the Military facilities.

The goals above were established with respect to companies from which SYSCO Central Florida will purchase products for sale to the Military Facilities in the Florida Zone II Region, because purchasing of the food and food service products is the only area available for subcontracting under this contract. SYSCO Central Florida purchases thousands of different products from various manufacturers that are large, small, small and women-owned, and small and disadvantaged.

SYSCO Central Florida will use reasonable, good faith efforts to meet the goals set forth above. Since we are unable at this time to identify the types and volume of the products to be purchased, a system, as outlined in this plan, has been developed to assist us in achieving our documentation and goal achievement.

### **Methods of Identifying Small Business Sources**

SYSCO Central Florida has identified resources within SYSCO Corporation to assist us in identifying small business concerns. SYSCO Corporation currently has a Supplier Diversity Initiative in place. The stated objective of the initiative is to source, utilize and increase sales for minority, women and other small business concerns. SYSCO Central Florida has obtained national list of currently approved small business SYSCO suppliers.

We will evaluate these suppliers first because they represent the most rapid path available to meet our established goals. These suppliers have already demonstrated the ability to provide the Hold Harmless Agreements and Certificates of Insurance required for all SYSCO suppliers. Analysis of performance and business recommendations are also currently available from other operating companies and SYSCO Corporation. Additionally, SYSCO Uniform Product Codes (SUPC) are already established for their products.

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After currently available resources are evaluated, we will seek additional information from the National Small Business Administration for a listing of small, small disadvantaged, veterans owned, service disabled veteran owned, hub zone and women-owned small business firms who manufacture institutional food service products.

We will identify additional brokers who represent small, small disadvantaged, service disabled veterans-owned business concerns, veteran owned small business concerns, hub zone business concerns and small women-owned food service manufacturers.

Our Planned Outreach efforts will be made as follows:

- Contact minority and small business trade associations.

- Contact business development organizations.

- Attend small and minority or women-owned business procurement conferences and trade fairs.

SYSCO Central Florida agrees to utilize the following sources to enhance its ability to source the small businesses needed to meet its goals:

- The new Government SBA Pro-Net web site George Mason University P.T.A.P., Entrepreneurship Center, Mentor-Protégé Program Office

- The Procurement Automated Source System (PASS) of the Small Business Administration

- The National Minority Purchasing Council Vendor Information Service

- The Research and Information Division of the Minority Business Development Agency in the Department of Commerce

- Small and small disadvantaged business concerns & trade associations

SYSCO Central Florida, as part of our DSCP reporting requirements, will designate the type of business and size of product sold by code letter: L= Large, S= Small, SDB= Small Disadvantaged, SDVO=Service Disabled Veteran Owned, VO=Veteran-Owned, WO= Women-Owned, HZ= Hub Zone, depicting the dollar value of items purchased in descending order. These reports will inform us of the high volume items the facilities are purchasing so that we might try to source small, women-owned and/or disadvantaged firms to supply those items to our company.

The difficulty experienced is in sourcing small women-owned and/or small disadvantaged firms that manufacture food service products that are competitive with larger firms. This fact influenced our smaller goals for those two classifications.

Thereafter, we intend to use the attached Supplier Certification Form (Attachment 3) to determine the manufacturer size and will source small women-owned and small disadvantaged businesses for some of the higher volume items.

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SYSCO Central Florida's plan does not include counting indirect costs as part of our small business goal.

The following individual will administer the subcontracting program:

NAME: Scott Concelman  
ADDRESS: 200 W Story Road, Ocoee FL 34761  
TITLE: Vice President of Merchandising

The following individual within SYSCO Central Florida represents senior most management and by signing this page, fully supports this plan.

SIGNATURE: 

This individual's specific duties, as they relate to the SYSCO Central Florida's subcontracting program, are as follows:

General overall responsibility for this Small, Small Disadvantaged, Service-Disabled Veteran Owned, Veteran-Owned, Women-Owned and Hub Zone Small Business Subcontracting Plan and for monitoring performance relative to the contractual subcontracting requirements contained in this plan, including, but not limited to:

Developing and maintaining lists of potential small, small disadvantaged, service disabled veteran owned, veteran owned, hub zone and woman-owned small business concerns from which products may be purchased.

Developing business with small, small disadvantaged, service disabled veteran owned, veteran owned, hub zone and women-owned small business concerns for products or services that they provide

Establishing and maintaining records of subcontract activity.

Attending or arranging for attendance of SYSCO Central Florida representatives at business opportunity workshops, minority business enterprise seminars, trade fairs, etc.

Monitoring progress of goal attainment.

Preparing and submitting periodic subcontracting reports required.

Coordinating compliance reviews by federal agencies.

Coordinating SYSCO Central Florida's activities involving its small, small disadvantaged, service disabled veteran owned, veteran owned, hub zone and woman-owned small business-subcontracting program.

The following efforts will be taken to assure that small, small disadvantaged, service disabled veterans owned, veteran owned, hub zone and women-owned small business concerns will have an equitable opportunity to compete for subcontracts. The following internal efforts will be made to guide and encourage SYSCO Central Florida merchandisers.

- (a) SYSCO Central Florida will mentor small, small disadvantaged, service disabled veterans owned, veteran owned, hub zone and women-owned small business firms on how to do business by demonstrating how to pack, size, develop and ship the product required.
  - (b) SYSCO Central Florida will provide additional help to those subcontractors, where required, in assisting them in competing for available subcontracts.
1. SYSCO Central Florida agrees that the clause entitled "Utilization of Small, Small Disadvantaged and Women-Owned Small Business Concerns" will be included in all subcontracts which offer further subcontracting opportunities. All subcontractors (except small business concerns) who receive subcontracts of \$500,000 or more will be required to adopt and comply with a subcontracting plan similar to this one.
  2. SYSCO Central Florida agrees to: (i) Cooperate in any studies or surveys as may be required: (ii) Submit periodic reports in order to allow the Government to determine the extent of compliance with the subcontracting plan: (iii) Submit SF294 and SF295 reports twice yearly: (iv) Will require, where applicable, our subcontractors to complete forms SF294 and SF295.
  3. SYSCO Central Florida agrees that it will maintain at least the following types of records to document compliance with this subcontracting plan (these records may be maintained on a plant-wide or company-wide basis unless otherwise indicated):
    - a. Source lists, guides, and other data that identify small and small disadvantaged, service disabled veteran, veteran owned, hub zone or women-owned small business concerns
    - b. Records of organizations contacted in an attempt to locate sources that are small, small disadvantaged, service disabled veteran, veteran owned, hub zone or women-owned small business concerns
    - c. Records of any outreach efforts to contact (a) trade associations, (b) business development organizations, and (c) conferences and trade fairs to locate small, small disadvantaged, service disabled veteran, veteran owned, hub zone and women-owned small business sources.



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d. Records will be maintained where applicable of any subcontract solicitation resulting in an award of more than \$100,000 indicating

- (1) Whether small business concerns were solicited and if not, why not
- (2) Whether small disadvantaged business concerns were solicited and if not, why not
- (3) Whether women-owned small business concerns were solicited and if not, why not
- (4) Whether service disabled veteran owned business concerns were solicited and if not, why not
- (5) Whether veteran owned small business concerns were solicited and if not, why not
- (6) Whether hub zone business concerns were solicited and if not, why not
- (7) If applicable, the reason award was not made to a small business concern

e. Records of internal guidance and encouragement provided to buyers through

- (1) Workshops, seminars, training, etc,
- (2) Monitoring performance to evaluate compliance with the program requirements

f. On a contract-by-contract basis, records to support award data submitted to the Government, including the name, address, and business size of each subcontractor.

The effective period of this subcontracting plan is from the date of the award of the contract to SYSCO Central Florida under the solicitation cited above through the termination date of such contract.

#### ***V. JAVITS-WAGNER-O'DAY ACT ENTITY SUPPORT***

***a. Offeror must provide the following:***

***1. A description of the efforts your company will make to assure that Javits-Wagner-O'Day Act (JWOD) qualified nonprofit agencies for the blind or other severely disabled will have equal opportunity to compete for subcontracts under any resulting contract. Describe your current and proposed range of services, supplies, and any other support that will be provided to you by JWOD concerns. Include specific names of such subcontractors, to the extent they are known.***

SYSCO Central Florida currently purchases goods or services from nonprofit agencies for the blind or other severely disabled persons.

*Plan Accepted By: Pat Amendolia  
Contracting Officer, BSCP*